

# How can Industry Support Increasing Plasma Collection Beyond Selling Machines?

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- I have no conflict of interest to declare!

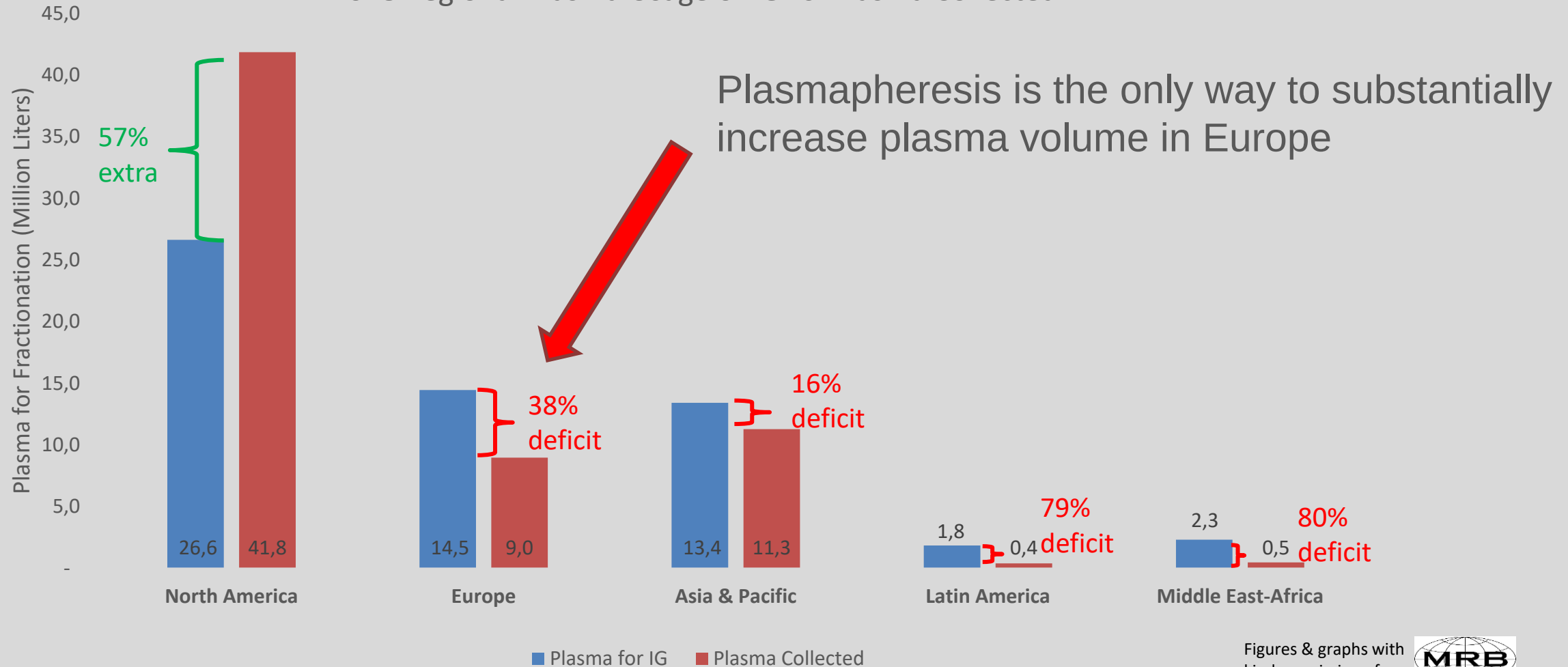
# Who is Scinomed?

- Private Ltd Company registered in Harrogate in UK in 2008
- Business focused on manufacturing and marketing products to serve the blood transfusion and blood processing industry with initial emphasis on source plasma for fractionation
- iPCM Plasma Collection Machine CE-marked in 2018
- Scinomed's values:
  - Maintain the highest standards in safety, quality and reliability
  - Maintain the highest ethical standards in all business practices
  - Identify opportunities to supply products and *services which can add value*
  - Recognise the value of relationships and people in our activities
  - Provide industry leading customer service and deliver as promised

- Reliance on volunteer donors
- Safety and efficacy – for donor, patient and operator
- New technology and change – end to end process, importance of GMP
- Supply chain & business continuity planning
- Confidence in quality and reliability of supply
- Risk and uncertainty
- Next 5 to 10 years

# Context of this Symposium: EU needs more Plasma

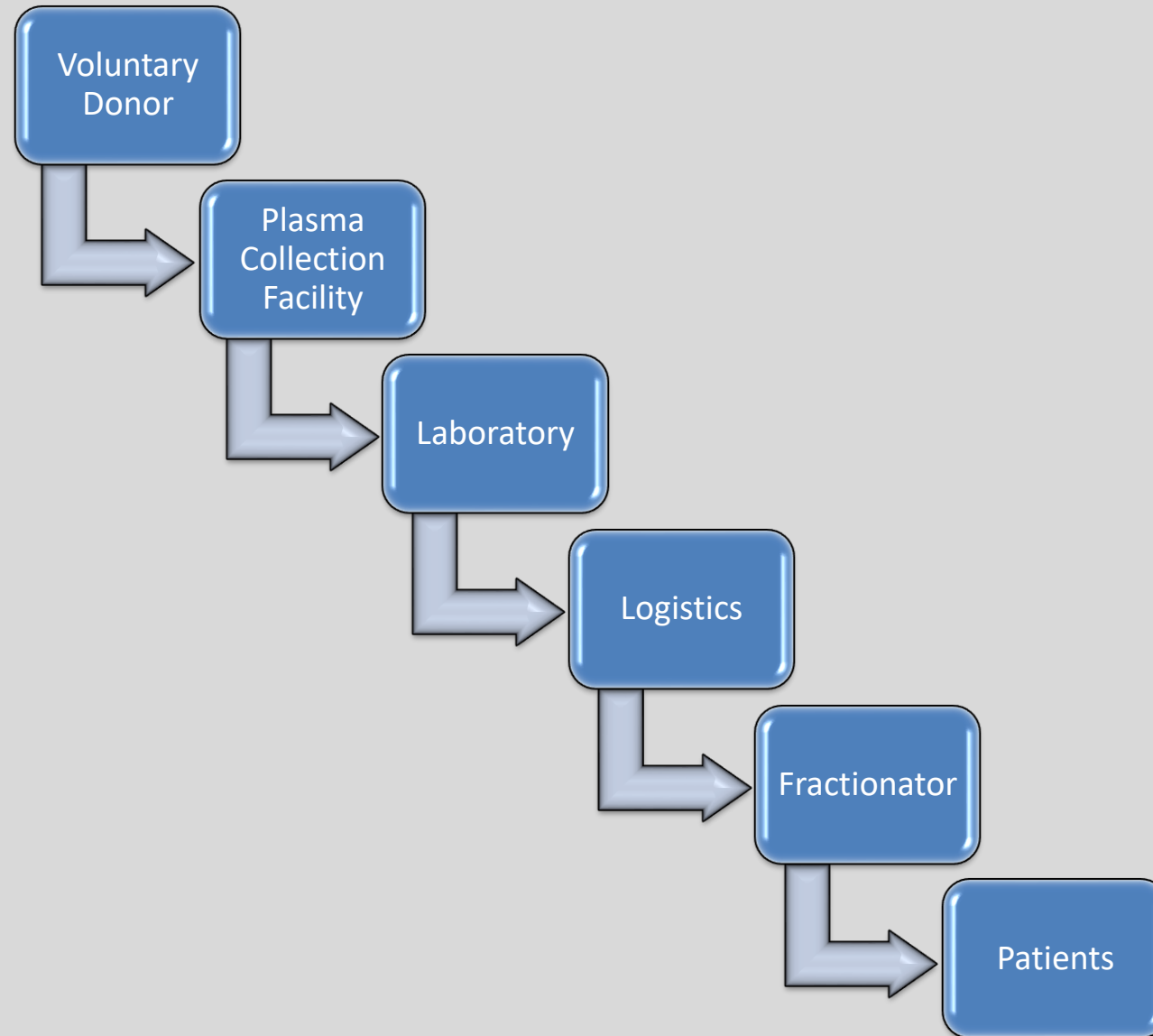
2018 Regional Plasma Usage of IG vs. Plasma Collected



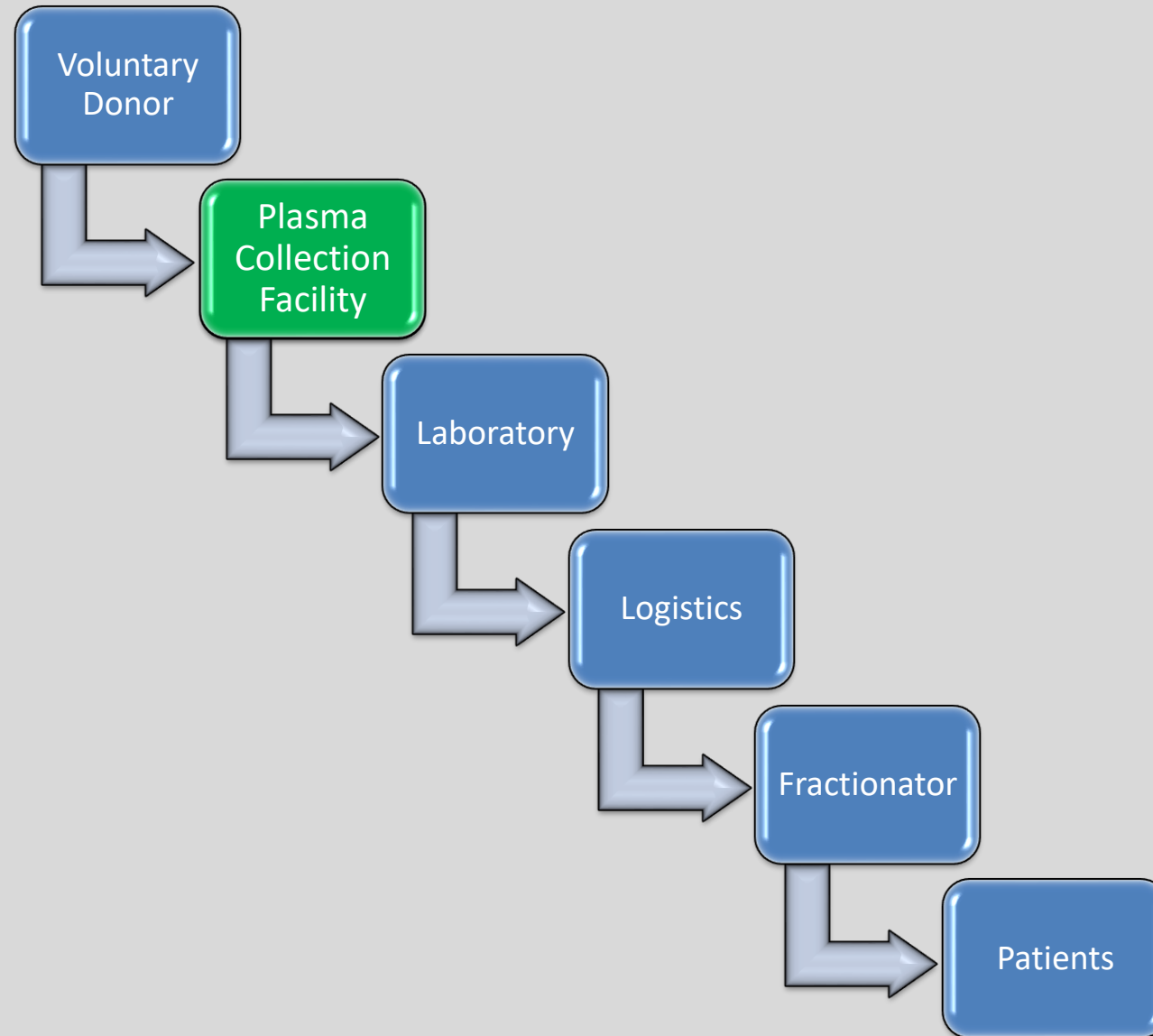
Figures & graphs with  
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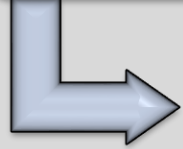
# End to End Perspective



# End to End Perspective: Scinomed's expected Role



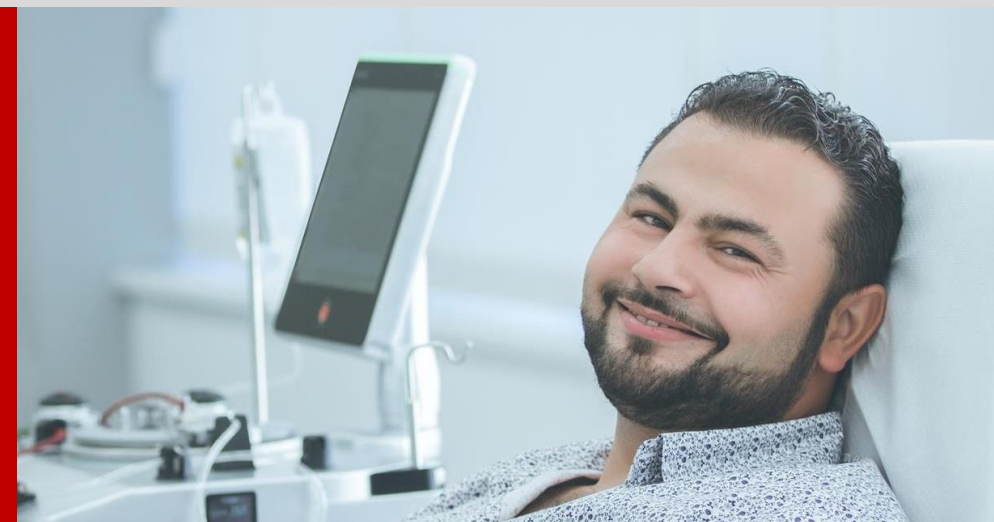
# Scinomed's expected Role...



- Supply Scinomed's high quality products and service to plasma collection facilities:
  - Plasmapheresis Machines "iPCM"
  - Disposables to be used on iPCM
  - Support validations of machines at customers's facilities
  - Provide service to customers
- Yes, we do...
  - ...so let's have a quick look at Scinomed's machine and validation data



## The iPCM Platform

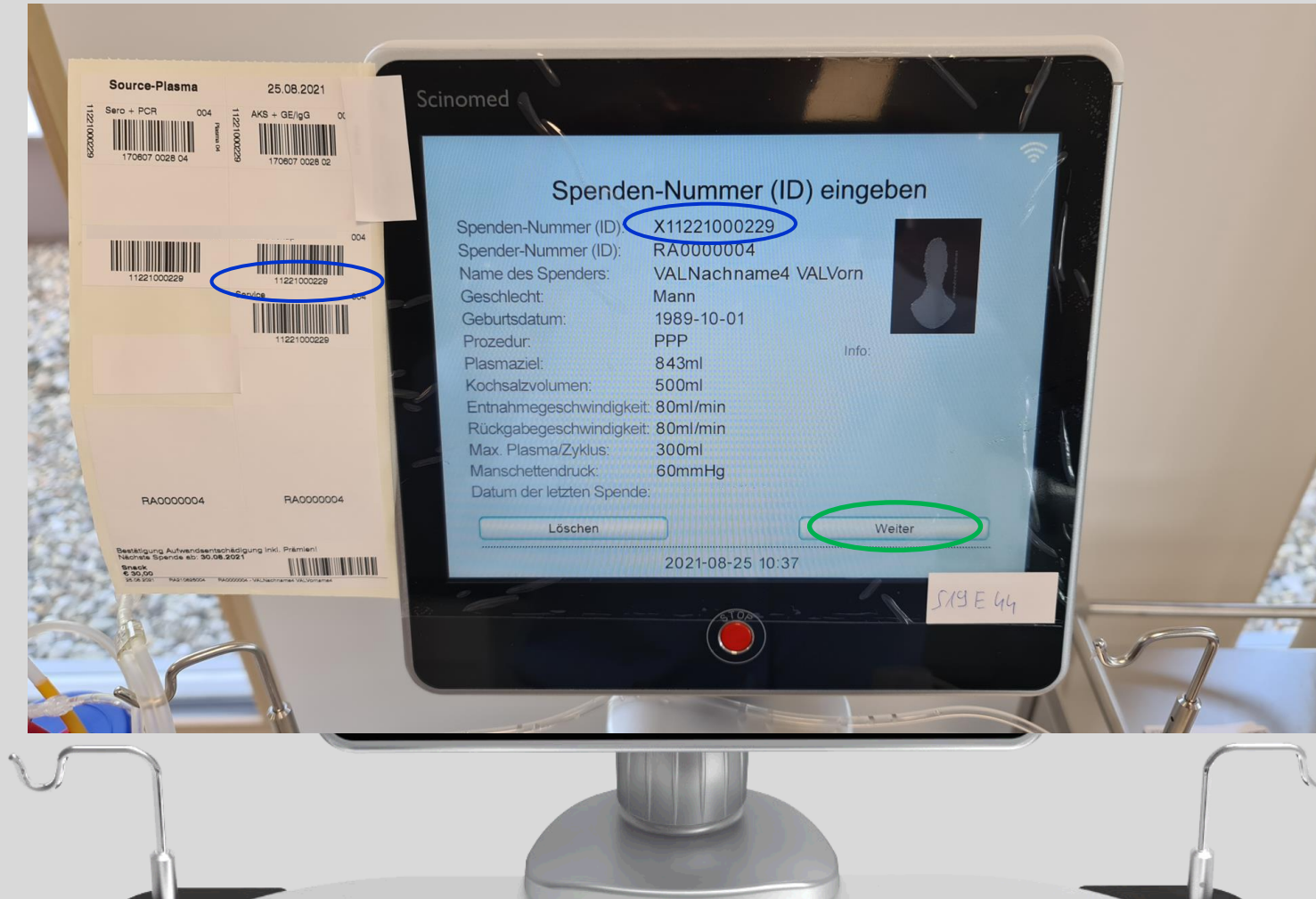


# Plasma Collection Machine: Main Features



- Mode of action:
  - Collection of plasma by automated separation from whole blood by centrifugation
- Main Features:
  - High-definition LCD display touch screen
  - Multi languages available
  - Alarm indicator with 360° viewing angle
  - Donor information screens – left/right side
  - Barcode/ RFID scanner
  - Auto loading pumps with 3 rollers
  - Advanced air detectors and blood flow monitors
  - Advanced optical sensors for cellular detection
  - Advanced plasma weigher
  - Machine operates stand alone or in bi-directional communication with donor management systems
  - System self test after each procedure
  - Eco-friendly: Low noise, only 150 Watts

# Enhance GMP-Compliance by Connecting iPCM to BECS: Validation in AT



- Mean values across 4 centers (n=161):

|                             | SPC6+ 4 centres, n=161 | EDQM Guide |
|-----------------------------|------------------------|------------|
| RBC<br>(10 <sup>9</sup> /l) | 0.02930                | <6.0       |
| WBC<br>(10 <sup>9</sup> /l) | 0.00239<br>(n=151)     | <0.1       |
| PLT<br>(10 <sup>9</sup> /l) | 22.8306                | <50        |

- Residual cells in plasma collected with Scinomed's machine are substantially below the limits of EDQM's Blood Guide

# Installations since last IPFA/EBA Workshop in 2020

- In early 2020 COVID-19 outbreak hit Europe
- Since then, Scinomed installed machines in 37 sites in
  - Austria
  - England
  - Germany
  - Hungary
  - Ireland
  - Latvia
  - Lithuania
  - Philippines
  - Wales



## Support Beyond Machines



- Scinomed's values:
  - “Identify opportunities to supply products and *services which can add value*”
- Scinomed's Senior Management has more than a decade experience and expertise in
  - Setting up and relocating Plasma Centers
  - Managing Plasma Organisations in Germany and Hungary
  - Cold Chain
  - Logistics
- Scinomed offers to their customers support, advice, and sharing its network for setting-up plasma collection organisations from scratch

# Donor Recruitment & Retention (“Donor Marketing”)

Voluntary  
Donor

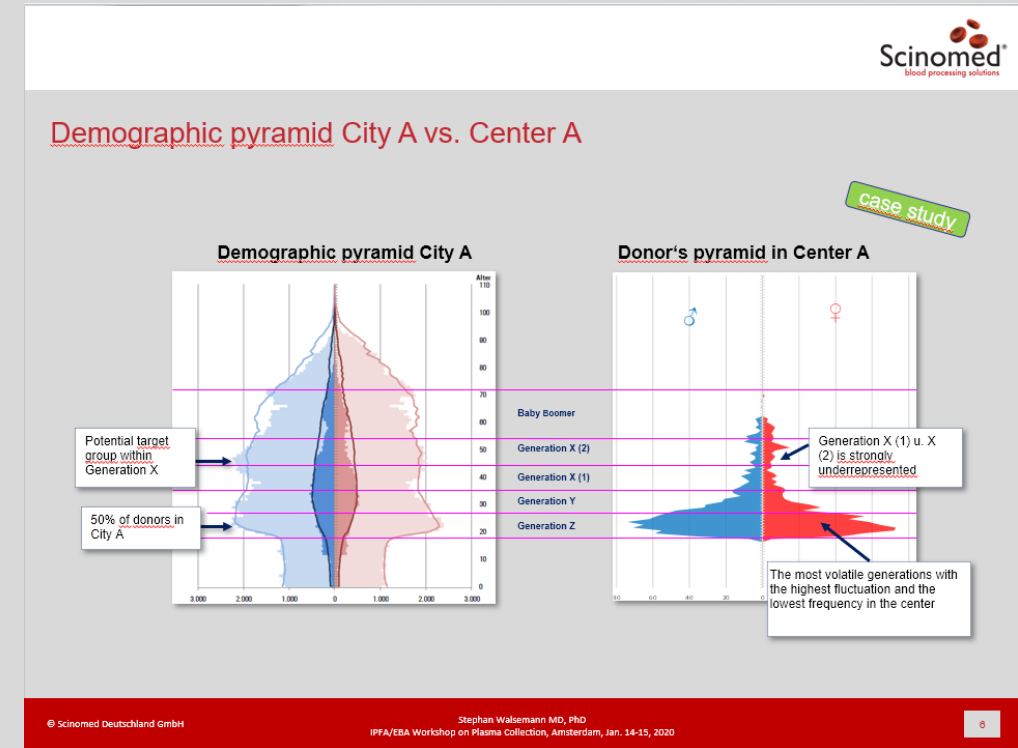
- Analysis of potential or existing donor populations
- Develop integrated campaigns with objectives re.
  - Attract new donors
  - Retention of donors

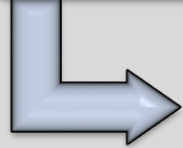


# Donor Recruitment & Retention (“Donor Marketing”)

Voluntary  
Donor

- Analysis of potential or existing donor populations
- Develop integrated campaigns with objectives re.
  - Attract new donors
  - Retention of donors
- Address donors by their generational expectation and behaviour
- Marketing controlling to refine programs
- Establish contact to external consultants





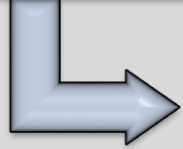
- Mixed centers or plasma only?
- Location of plasma centers
- Floor plan: Efficient and GMP compliant?
- Share network re. internationally active companies and consultants for...
  - Supply chain
  - Cold cell builders
  - Temperatur monitoring systems
  - Validation services
  - Blood Establishment Computer Systems (“BECS”)
  - QA
  - GMP/Inspections
  - ...

## Laboratory

- Share contact to high quality internationally active laboratories with experience in plasma collection

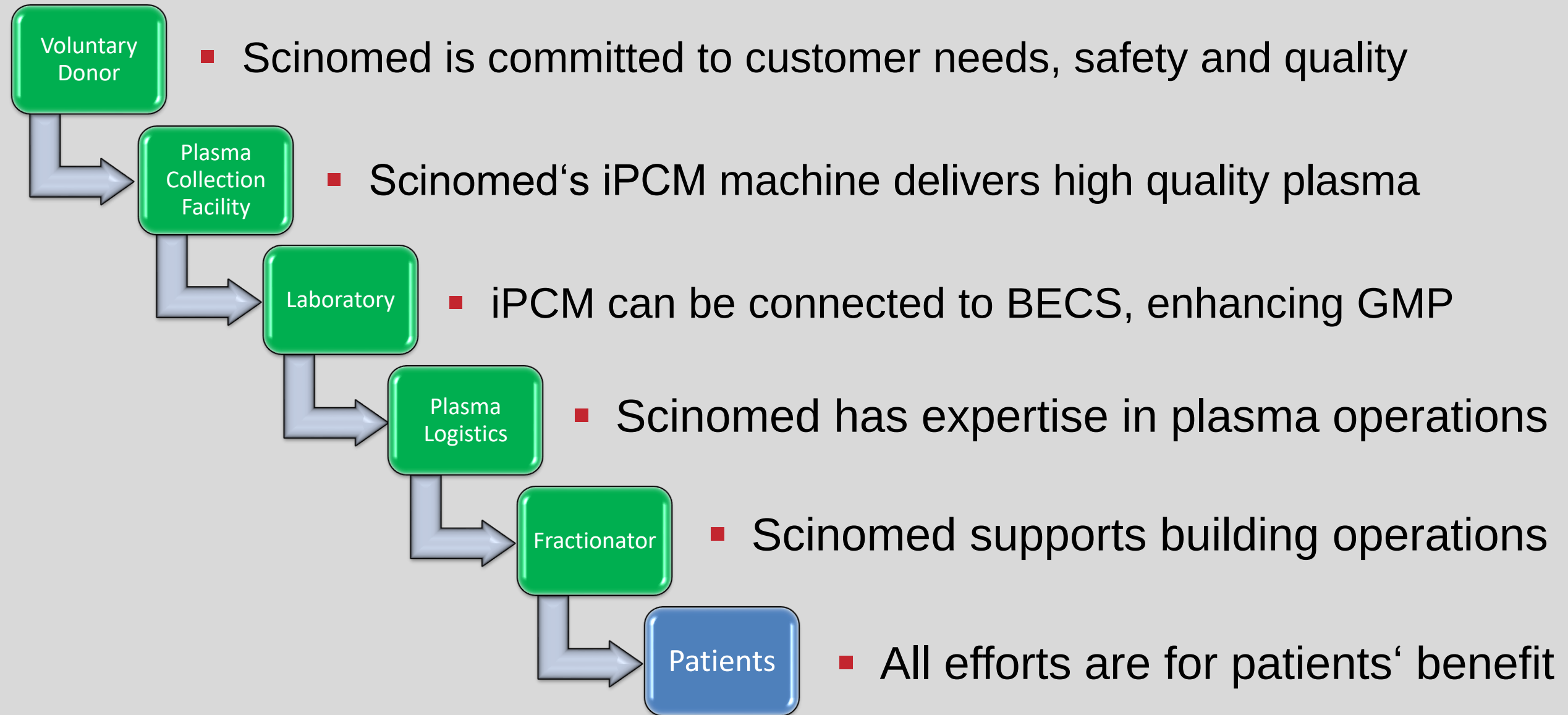
## Plasma Logistics

- Establish contact to high quality internationally active cold chain transportation services



- Establish contact to relevant experts of fractionators

# Summary



A man with a beard and short dark hair is lying back in a white medical chair, smiling at the camera. He is wearing a light blue patterned button-down shirt. In the background, there is a medical monitor on a stand and some medical equipment with wires.

Thank you for  
your attention!

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